Answer Key

Chapter 1

1. D **2**. B **3**. C **4**. D **5**. B **6**. C **7**. D **8**. A **9**. A **10**. C **11**. B **12**. D **13**. D **14**. B **15**. D **16**. C **17**. Psychology courses deal with a number of issues that are helpful in a variety of settings. The text made mention of the types of skills as well as the knowledge base with which students of psychology become familiar. As mentioned in the link to learning, psychology is often helpful/valued in fields in which interacting with others is a major part of the job. **18**. One goal of psychology is the study of the mind. Science cannot directly study the mind, because it is not a form of matter or energy. This might create some skepticism about the scientific nature of psychology. **19**. In its early days, psychology could be defined as the scientific study of mind or mental processes. Over time, psychology began to shift more towards the scientific study of behavior. However, as the cognitive revolution took hold, psychology once again began to focus on mental processes as necessary to the understanding of behavior. **20**. Behaviorists studied objectively observable behavior partly in reaction to the psychologists of the mind who were studying things that were not directly observable. **21**. Although the different perspectives all operate on different levels of analyses, have different foci of interests, and different methodological approaches, all of these areas share a focus on understanding and/or correcting patterns of thought and/or behavior. **22**. Many people have questioned how ethical this particular research was. Although no one was actually harmed in Milgram's study, many people have questioned how the knowledge that you would be willing to inflict incredible pain and/or death to another person, simply because someone in authority told you to do so, would affect someone's self-concept and psychological health. Furthermore, the degree to which deception was used in this particular study raises a few eyebrows. **23**. An undergraduate education in psychology hones critical thinking skills. These skills are useful in many different work settings. **24**. The graduate degree would be a stronger guarantee of working in a psychology-related field and one would have greater control over the specialty of that work. It would allow one to practice in a clinical setting. In general, it would allow someone to work in a more independent or supervisory capacity.

Chapter 2

1. D **2**. B **3**. B **4**. D **5**. B **6**. C **7**. C **8**. A **9**. D **10**. B **11**. D **12**. C **13**. D **14**. A **15**. D **16**. B **17**. D **18**. B **19**. C **20**. D **21**. B **22**. C **23**. C **24**. A **25**. There is probably tremendous political pressure to appear to be hard on drugs. Therefore, even though D.A.R.E. might be ineffective, it is a well-known program with which voters are familiar. **26**. This cyclical, self-correcting process is primarily a function of the empirical nature of science. Theories are generated as explanations of real-world phenomena. From theories, specific hypotheses are developed and tested. As a function of this testing, theories will be revisited and modified or refined to generate new hypotheses that are again tested. This cyclical process ultimately allows for more and more precise (and presumably accurate) information to be collected. **27**. Case studies might prove especially helpful using individuals who have rare conditions. For instance, if one wanted to study multiple personality disorder then the case study approach with individuals diagnosed with multiple personality disorder would be helpful. **28**. The behavior displayed on these programs would be more realistic if the cameras were mounted in hidden locations, or if the people who appear on these programs did not know when they were being recorded. **29**. Longitudinal research would be an excellent approach in studying the effectiveness of this program because it would follow students as they aged to determine if their choices regarding alcohol and drugs were affected by their participation in the program. **30**. Answers will vary. Possibilities include research on hiring practices based on human resource records, and research that follows former prisoners to determine if the time that they were incarcerated provided any sort of positive influence on their likelihood of engaging in criminal behavior in the future. **31**. The cereal companies are trying to make a profit, so framing the research findings in this way would improve their bottom line. However, it could be that people who forgo more fatty options for breakfast are health conscious and engage in a variety of other behaviors that help them maintain a healthy weight. **32**. Using the word protects seems to suggest causation as a function of correlation. If the headline were more accurate, it would be less interesting because indicating that two things are associated is less powerful than indicating that doing one thing causes a change in the other. **33**. If research is limited to students enrolled in Introduction to Psychology courses, then our ability to generalize to the larger population would be dramatically reduced. One could also argue that students enrolled in Introduction to Psychology courses may not be representative of the larger population of college students at their school, much less the larger general population. **34**. Anonymity protects against personal biases interfering with the reviewer's opinion of the research. Allowing the reviewer to remain anonymous would mean that they can be honest in their appraisal of the manuscript without fear of reprisal. **35**. In general, the fact that consent cannot be obtained from animal research subjects places extra responsibility on the researcher to ensure that the animal is treated as humanely as possible and to respect the sacrifice that the animal is making for the advancement of science. Like human research, the animals themselves should also receive some of the benefits of the research, and they do in the form of advanced veterinary medicine, and so on. **36**. The research should be designed in such a way to adhere to the principles described in this section depending on the type of study that was proposed.

Chapter 3

1. D **2**. B **3**. C **4**. B **5**. D **6**. C **7**. B **8**. A **9**. B **10**. C **11**. D **12**. D **13**. D **14**. C **15**. B **16**. D **17**. D **18**. C **19**. A **20**. B **21**. Variability is essential for natural selection to work. If all individuals are the same on a given trait, there will be no relative difference in their reproductive success because everyone will be equally adapted to their environments on that trait. Mutations are one source of variability, but sexual reproduction is another important source of variation given that individuals inherit half of their genetic makeup from each of their parents. **22**. As a reuptake inhibitor, cocaine blocks the normal activity of dopamine at the receptor. The function causing more dopamine to be released into the synapse is agonist because it mimics and strengthens the effect of the neurotransmitter. Cocaine would be considered an agonist because by preventing the enzymatic degradation of the neurotransmitters, it increases the potential time that these neurotransmitters might be active in the synapse. **23**. The action potential is initiated by an influx of Na+ into the neuron. If this process is prevented, then no action potentials in neurons in a given area will occur. Therefore, any painful stimuli would not result in action potentials carrying that information to the brain. **24**. Chronic stress can lead to increased susceptibility to bacterial and viral infections, and potentially an increased risk of cancer. Ultimately, this could be a vicious cycle with stress leading to increased risk of disease, disease states leading to increased stress and so on. **25**. Most of these effects directly impact energy availability and redistribution of key resources and heightened sensory capacity. The individual experiencing these effects would be better prepared to fight or flee. **26**. The same limitations associated with any case study would apply here. In addition, it is possible that the damage caused changes in other areas of the brain, which might contribute to the behavioral deficits. Such changes would not necessarily be obvious to someone performing an autopsy, as they may be functional in nature, rather than structural. **27**. The most viable techniques are fMRI and PET because of their ability to provide information about brain activity and structure simultaneously. **28**. The introduction of relatively low, yet constant, levels of gonadal hormones places the hypothalamus and pituitary under inhibition via negative feedback mechanisms. This prevents the alterations in both estrogen and progesterone concentrations that are necessary for successful ovulation and implantation. **29**. Both systems involve chemical messengers that must interact with receptors in order to have an effect. The relative proximity of the release site and target tissue varies dramatically between the two systems. In neurotransmission, reuptake and enzymatic breakdown immediately clear the synapse. Metabolism of hormones must occur in the liver. Therefore, while neurotransmission is much more rapid in signaling information, hormonal signaling can persist for quite some time as the concentrations of the hormone in the bloodstream vary gradually over time.

Chapter 4

1. C **2**. D **3**. B **4**. A **5**. C **6**. D **7**. B **8**. B **9**. C **10**. B **11**. C **12**. A **13**. C **14**. A **15**. D **16**. B **17**. C **18**. D **19**. A **20**. B **21**. A **22**. B **23**. D **24**. A **25**. Given that rotating shift work can lead to exhaustion and decreased mental efficiency, individuals working under these conditions are more likely to make mistakes on the job. The implications for this in the health care professions are obvious. Those in health care professions could be educated about the benefits of light-dark exposure to help alleviate such problems. **26**. Different species have different evolutionary histories, and they have adapted to their environments in different ways. There are a number of different possible explanations as to why a given species is diurnal or nocturnal. Perhaps humans would be most vulnerable to threats during the evening hours when light levels are low. Therefore, it might make sense to be in shelter during this time. Rodents, on the other hand, are faced with a number of predatory threats, so perhaps being active at night minimizes the risk from predators such as birds that use their visual senses to locate prey. **27**. Those individuals (or species) that expend the greatest amounts of energy would require the longest periods of sleep. **28**. Researchers could use lesion or brain stimulation techniques to determine how deactivation or activation of a given brain region affects behavior. Furthermore, researchers could use any number of brain imaging techniques like fMRI or CT scans to come to these conclusions. **29**. One evolutionary theory of sleep holds that sleep is essential for restoration of resources that are expended during the demands of day-to-day life. A second theory proposes that our sleep patterns evolved as an adaptive response to predatory risks, which increase in darkness. The first theory has little or no empirical support, and the second theory is supported by some, though not all, research. **30**. The subjective nature of dream analysis is one criticism. Psychoanalysts are charged with helping their clients interpret the true meaning of a dream. There is no way to refute or confirm whether or not these interpretations are accurate. The notion that "sometimes a cigar is just a cigar" (sometimes attributed to Freud but not definitively shown to be his) makes it clear that there is no systematic, objective system in place for dream analysis. **31**. Dreaming occurs during REM sleep. One of the hallmarks of this particular stage of sleep is the paralysis of the voluntary musculature which would make acting out dreams improbable. **32**. Answers will vary. One possible explanation might invoke principles of associative learning. If the bed represents a place for socializing, studying, eating, and so on, then it is possible that it will become a place that elicits higher levels of arousal, which would make falling asleep at the appropriate time more difficult. Answers could also consider self-perpetuating cycle referred to when describing insomnia. If an individual is having trouble falling asleep and that generates anxiety, it might make sense to remove him from the context where sleep would normally take place to try to avoid anxiety being associated with that context. **33**. Similarities include muscle atony and the hypnagogic hallucinations associated with narcoleptic episodes. The differences involve the uncontrollable nature of narcoleptic attacks and the fact that these come on in situations that would normally not be associated with sleep of any kind (e.g., instances of heightened arousal or emotionality). **34**. One possibility involves the cultural acceptance and long history of alcohol and tobacco

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use in our society. No doubt, money comes into play as well. Growing tobacco and producing alcohol on a large scale is a well-regulated and taxed process. Given that marijuana is essentially a weed that requires little care to grow, it would be much more difficult to regulate its production. Recent events suggest that cultural attitudes regarding marijuana are changing, and it is quite likely that its illicit status will be adapted accordingly. **35**. Given that currently available programs designed to help people quit using tobacco products are not necessarily effective in the long term, programs designed to prevent people from using these products in the first place may be the best hope for dealing with the enormous public health concerns associated with tobacco use. **36**. Healthcare and pharmaceutical costs continue to skyrocket. If alternative approaches to dealing with these problems could be developed that would be relatively inexpensive, then the potential benefits are many. **37**. Ideally, double-blind experimental trials would be best suited to speak to the effectiveness of meditation. At the very least, some sort of randomized control trial would be very informative.

Chapter 5

1. A **2**. C **3**. D **4**. B **5**. B **6**. D **7**. C **8**. D **9**. D **10**. C **11**. A **12**. B **13**. D **14**. B **15**. D **16**. C **17**. D **18**. B **19**. C **20**. A **21**. D **22**. C **23**. A **24**. B **25**. D **26**. This would be a good time for students to think about claims of extrasensory perception. Another interesting topic would be the phantom limb phenomenon experienced by amputees. **27**. There are many potential examples. One example involves the detection of weight differences. If two people are holding standard envelopes and one contains a quarter while the other is empty, the difference in weight between the two is easy to detect. However, if those envelopes are placed inside two textbooks of equal weight, the ability to discriminate which is heavier is much more difficult. **28**. Other species have evolved to best suit their particular environmental niches. For example, the honeybee relies on flowering plants for survival. Seeing in the ultraviolet light might prove especially helpful when locating flowers. Once a flower is found, the ultraviolet rays point to the center of the flower where the pollen and nectar are contained. Similar arguments could be made for infrared detection in snakes as well as for the differences in audible ranges of the species described in this section. **29**. Once again, one could make an evolutionary argument here. Given that the human voice falls in this middle range and the importance of communication among humans, one could argue that it is quite adaptive to have an audible range that centers on this particular type of stimulus. **30**. The trichromatic theory of color vision and the opponent-process theory are not mutually exclusive. Research has shown they apply to different levels of the nervous system. For visual processing on the retina, trichromatic theory applies: the cones are responsive to three different wavelengths that represent red, blue, and green. But once the signal moves past the retina on its way to the brain, the cells respond in a way consistent with opponent-process theory. **31**. Color vision probably serves multiple adaptive purposes. One popular hypothesis suggests that seeing in color allowed our ancestors to differentiate ripened fruits and vegetables more easily. **32**. Sound localization would have allowed early humans to locate prey and protect themselves from predators. **33**. Pitch of sounds below this threshold could be encoded by the combination of the place and firing rate of stimulated hair cells. So, in general, hair cells located near the tip of the basilar membrane would signal that we're dealing with a lower-pitched sound. However, differences in firing rates of hair cells within this location could allow for fine discrimination between low-, medium-, and high-pitch sounds within the larger low-pitch context. **34**. When traveling by car, we often have visual information that suggests that we are in motion while our vestibular sense indicates that we're not moving (assuming we're traveling at a relatively constant speed). Normally, these two sensory modalities provide congruent information, but the discrepancy might lead to confusion and nausea. The converse would be true when traveling by plane or boat. **35**. Pain serves important functions that are critical to our survival. As noxious as pain stimuli may be, the experiences of individuals who suffer from congenital insensitivity to pain makes the consequences of a lack of pain all too apparent. **36**. Research has shown that women and men do differ in their experience of and tolerance for pain: Women tend to handle pain better than men. Perhaps this is due to women's labor and childbirth experience. Men tend to be stoic about their pain and do not seek help. Research also shows that gender differences in pain tolerance can vary across cultures. **37**. This means that perception cannot be understood completely simply by combining the parts. Rather, the relationship that exists among those parts (which would be established according to the principles described in this chapter) is important in organizing and interpreting sensory information into a perceptual set. **38**. Playing on their expectations could be used to influence what they were most likely to see. For instance, telling a story about Peter Rabbit and then presenting this image would bias perception along rabbit lines.

Chapter 6

1. C **2**. B **3**. A **4**. D **5**. B **6**. D **7**. A **8**. B **9**. D **10**. B **11**. A **12**. B **13**. B **14**. D **15**. A **16**. C **17**. Both classical and operant conditioning involve learning by association. In classical conditioning, responses are involuntary and automatic; however, responses are voluntary and learned in operant conditioning. In classical conditioning, the event that drives the behavior (the stimulus) comes before the behavior; in operant conditioning, the event that drives the behavior (the consequence) comes after the behavior. Also, whereas classical conditioning involves an organism forming an association between an involuntary (reflexive) response and a stimulus, operant conditioning involves an organism forming an association between a voluntary behavior and a consequence. **18**. A reflex is a behavior that humans are born knowing how to do, such as sucking or blushing; these behaviors happen automatically in response to stimuli in the environment. Learned behaviors are things that humans are not born knowing how to do, such as swimming and surfing. Learned behaviors are not automatic; they occur as a result of practice or repeated experience in a situation.

19. The food being toasted is the UCS; the sound of the toaster popping up is the CS; salivating to the sound of the toaster is the CR. **20**. In stimulus generalization, an organism responds to new stimuli that are similar to the original conditioned stimulus. For example, a dog barks when the doorbell rings. He then barks when the oven timer dings because it sounds very similar to the doorbell. On the other hand, stimulus discrimination occurs when an organism learns a response to a specific stimulus, but does not respond the same way to new stimuli that are similar. In this case, the dog would bark when he hears the doorbell, but he would not bark when he hears the oven timer ding because they sound different; the dog is able to distinguish between the two sounds. **21**. This occurs through the process of acquisition. A human or an animal learns to connect a neutral stimulus and an unconditioned stimulus. During the acquisition phase, the neutral stimulus begins to elicit the conditioned response. The neutral stimulus is becoming the conditioned stimulus. At the end of the acquisition phase, learning has occurred and the neutral stimulus becomes a conditioned stimulus capable of eliciting the conditioned response by itself. **22**. A Skinner box is an operant conditioning chamber used to train animals such as rats and pigeons to perform certain behaviors, like pressing a lever. When the animals perform the desired behavior, they receive a reward: food or water. **23**. In negative reinforcement you are taking away an undesirable stimulus in order to increase the frequency of a certain behavior (e.g., buckling your seat belt stops the annoying beeping sound in your car and increases the likelihood that you will wear your seatbelt). Punishment is designed to reduce a behavior (e.g., you scold your child for running into the street in order to decrease the unsafe behavior.) **24**. Shaping is an operant conditioning method in which you reward closer and closer approximations of the desired behavior. If you want to teach your dog to roll over, you might reward him first when he sits, then when he lies down, and then when he lies down and rolls onto his back. Finally, you would reward him only when he completes the entire sequence: lying down, rolling onto his back, and then continuing to roll over to his other side. **25**. Prosocial modeling can prompt others to engage in helpful and healthy behaviors, while antisocial modeling can prompt others to engage in violent, aggressive, and unhealthy behaviors. **26**. Cara is more likely to drink at the party because she has observed her parents drinking regularly. Children tend to follow what a parent does rather than what they say.

Chapter 7

1. B **2**. B **3**. B **4**. C **5**. D **6**. C **7**. D **8**. B **9**. A **10**. B **11**. A **12**. C **13**. D **14**. A **15**. C **16**. B **17**. B **18**. D **19**. D **20**. C **21**. C **22**. A **23**. B **24**. D **25**. Answers will vary. When attending a basketball game, it is typical to support your team by wearing the team colors and sitting behind their bench. **26**. Event schemata are rooted in the social fabric of our communities. We expect people to behave in certain ways in certain types of situations, and we hold ourselves to the same social standards. It is uncomfortable to go against an event schema—it feels almost like we are breaking the rules. **27**. People tend to talk about the things that are important to them or the things they think about the most. What we talk about, therefore, is a reflection of our values. **28**. People tend to talk about the things that are important to them or the things they think about the most. What we talk about, therefore, is a reflection of our values. **29**. Grammatical errors that involve overgeneralization of specific rules of a given language indicate that the child recognizes the rule, even if he or she doesn't recognize all of the subtleties or exceptions involved in the rule's application. **30**. Functional fixedness occurs when you cannot see a use for an object other than the use for which it was intended. For example, if you need something to hold up a tarp in the rain, but only have a pitchfork, you must overcome your expectation that a pitchfork can only be used for garden chores before you realize that you could stick it in the ground and drape the tarp on top of it to hold it up. **31**. An algorithm is a proven formula for achieving a desired outcome. It saves time because if you follow it exactly, you will solve the problem without having to figure out how to solve the problem. It is a bit like not reinventing the wheel. **32**. You are out with friends and it is getting late. You need to make it home before your curfew, but you don't have a ride home. You need to get in touch with your parents, but your cell phone is dead. So, you enter a nearby convenience store and explain your situation to the clerk. He allows you to use the store's phone to call your parents, and they come and pick you and your friends up, and take all of you home. **33**. You are visiting Madrid, Spain, on a language immersion trip. Your Spanish is okay, but you still not sure about some of the facial expressions and body language of the native speakers. When faced with a sticky social situation, you do not engage immediately as you might back home. Instead, you hold back and observe what others are doing before reacting. **34**. Since cognitive processes are complex, ascertaining them in a measurable way is challenging. Researchers have taken different approaches to define intelligence in an attempt to comprehensively describe and measure it. **35**. The Wechsler-Bellevue IQ test combined a series of subtests that tested verbal and nonverbal skills into a single IQ test in order to get a reliable, descriptive score of intelligence. While the Stanford-Binet test was normed and standardized, it focused more on verbal skills than variations in other cognitive processes. **36**. Twin studies are one strong indication that IQ has a genetic component. Another indication is anecdotal evidence in the form of stories about highly intelligent individuals who come from difficult backgrounds yet still become highly successful adults. **37**. Learning disabilities are specific neurological problems within the brain and are separate from intelligence. Intellectual disabilities are pervasive and related to intelligence.

Chapter 8

1. C **2**. D **3**. D **4**. A **5**. C **6**. B **7**. D **8**. A **9**. C **10**. B **11**. A **12**. A **13**. Both are types of long-term memory. Explicit memories are memories we consciously try to remember and recall. Explicit memory is also called declarative memory and is subdivided into episodic memory (life events) and semantic memory (words, ideas, and concepts). Implicit memories

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are memories that are not part of our consciousness; they are memories formed from behaviors. Implicit memory is also called non-declarative memory and includes procedural memory as well as things learned through classical conditioning. **14**. According to the Atkinson-Shiffrin model, memory is processed in three stages. The first is sensory memory; this is very brief: 1–2 seconds. Anything not attended to is ignored. The stimuli we pay attention to then move into our short-term memory. Short-term memory can hold approximately 7 bits of information for around 20 seconds. Information here is either forgotten, or it is encoded into long-term memory through the process of rehearsal. Long-term memory is the permanent storage of information—its capacity is basically unlimited. **15**. Information is encoded through automatic or effortful processing. Automatic processing refers to all information that enters long-term memory without conscious effort. This includes things such as time, space, and frequency—for example, your ability to remember what you ate for breakfast today or the fact that you remember that you ran into your best friend in the supermarket twice this week. Effortful processing refers to encoding information through conscious attention and effort. Material that you study for a test requires effortful processing. **16**. Because your hippocampus seems to be more of a processing area for your explicit memories, injury to this area could leave you unable to process new declarative (explicit) memories; however, even with this loss, you would be able to create implicit memories (procedural memory, motor learning and classical conditioning). **17**. There are two types of interference: retroactive and proactive. Both are types of forgetting caused by a failure to retrieve information. With retroactive interference, new information hinders the ability to recall older information. With proactive interference, it's the opposite: old information hinders the recall of newly learned information. **18**. There are two types of amnesia: retrograde and anterograde. Both involve the loss of long-term memory that occurs as the result of disease, physical trauma, or psychological trauma. With anterograde amnesia, you cannot remember new information; however, you can remember information and events that happened prior to your injury. Retrograde amnesia is the exact opposite: you experience loss of memory for events that occurred before the trauma. **19**. The self-reference effect is the tendency an individual to have better memory for information that relates to oneself than information that is not personally relevant. You can use the self-reference effect to relate the material to something you have already learned for another class, or think how you can apply the concepts to your life. When you do this, you are building a web of retrieval cues that will help you access the material when you want to remember it. **20**. You remind her about Ebbinghaus's forgetting curve: the information you learn drops off rapidly with time. Even if you think you know the material, you should study it again right before test time to increase the likelihood the information will remain in your memory. Overlearning can help prevent storage decay.

Chapter 9

1. C **2**. B **3**. A **4**. B **5**. D **6**. C **7**. D **8**. A **9**. C **10**. B **11**. A **12**. D **13**. B **14**. C **15**. The nature versus nurture controversy seeks to understand whether our personalities and traits are the product of our genetic makeup and biological factors, or whether they are shaped by our environment, which includes such things as our parents, peers, and culture. Today, psychologists agree that both nature and nurture interact to shape who we become, but the debate over the relative contributions of each continues. An example would be a child learning to walk: Nature influences when the physical ability occurs, but culture can influence when a child masters this skill, as in Aché culture. **16**. Continuous development sees our development as a cumulative process: Changes are gradual. On the other hand, discontinuous development sees our development as taking place in specific steps or stages: Changes are sudden. **17**. Children develop at different rates. For example, some children may walk and talk as early as 8 months old, while others may not do so until well after their first birthday. Each child's unique contexts will influence when he reaches these milestones. **18**. Assimilation is when we take in information that is comparable to what we already know. Accommodation is when we change our schemata based on new information. An example of assimilation is a child's schema of "dog" based on the family's golden retriever being expanded to include two newly adopted golden retrievers. An example of accommodation is that same child's schema of "dog" being adjusted to exclude other four-legged furry animals such as sheep and foxes. **19**. Gilligan criticized Kohlberg because his theory was based on the responses of upper class White men and boys, arguing that it was biased against women. While Kohlberg concluded that women must be deficient in their moral reasoning abilities, Gilligan disagreed, suggesting that female moral reasoning is not deficient, just different. **20**. Egocentrism is the inability to take the perspective of another person. This type of thinking is common in young children in the preoperational stage of cognitive development. An example might be that upon seeing his mother crying, a young child gives her his favorite stuffed animal to make her feel better. **21**. Alcohol is a teratogen. Excessive drinking can cause mental retardation in children. The child can also have a small head and abnormal facial features, which are characteristic of fetal alcohol syndrome (FAS). Another teratogen is nicotine. Smoking while pregnant can lead to low-birth weight, premature birth, stillbirth, and SIDS. **22**. Prenatal care is medical care during pregnancy that monitors the health of both the mother and fetus. It's important to receive prenatal care because it can reduce complications to the mother and fetus during pregnancy. **23**. In the embryonic stage, basic structures of the embryo start to develop into areas that will become the head, chest, and abdomen. The heart begins to beat and organs form and begin to function. The neural tube forms along the back of the embryo, developing into the spinal cord and brain. In the fetal stage, the brain and body continue to develop. Fingers and toes develop along with hearing, and internal organs form. **24**. The particular quality or trait must be part of an enduring behavior pattern, so that it is a consistent or predictable quality. **25**. The sucking reflex is the automatic, unlearned sucking motions that infants do with their mouths. It may help promote survival because this action helps the baby take in nourishment. The rooting reflex is the newborn's response to anything that touches

her cheek. When you stroke a baby's cheek she will naturally turn her head that way and begin to suck. This may aid survival because it helps the newborn locate a source of food. **26**. With the authoritative style, children are given reasonable demands and consistent limits, warmth and affection are expressed, the parent listens to the child's point of view, and the child initiates positive standards. Children raised by authoritative parents tend to have high self-esteem and social skills. Another parenting style is authoritarian: The parent places a high value on conformity and obedience. The parents are often strict, tightly monitor their children, and express little warmth. This style can create anxious, withdrawn, and unhappy kids. The third parenting style is permissive: Parents make few demands, rarely use punishment, and give their children free rein. Children raised by permissive parents tend to lack self-discipline, which contributes to poor grades and alcohol abuse. However, they have higher self-esteem, better social skills, and lower levels of depression. The fourth style is the uninvolved parent: They are indifferent, uninvolved, and sometimes called neglectful. The children raised in this parenting style are usually emotionally withdrawn, fearful, anxious, perform poorly in school, and are at an increased risk of substance abuse. **27**. Emerging adulthood is a relatively new period of lifespan development from 18 years old to the mid-20s, characterized as a transitional time in which identity exploration focuses on work and love. According to Arnett, changing cultural expectations facilitate the delay to full adulthood. People are spending more time exploring their options, so they are delaying marriage and work as they change majors and jobs multiple times, putting them on a much later timetable than their parents. **28**. The first stage is denial. The person receives news that he is dying, and either does not take it seriously or tries to escape from the reality of the situation. He might say something like, "Cancer could never happen to me. I take good care of myself. This has to be a mistake." The next stage is anger. He realizes time is short, and he may not have a chance to accomplish what he wanted in life. "It's not fair. I promised my grandchildren that we would go to Disney World, and now I'll never have the chance to take them." The third stage is bargaining. In this stage, he tries to delay the inevitable by bargaining or pleading for extra time, usually with God, family members, or medical care providers. "God, just give me one more year so I can take that trip with my grandchildren. They're too young to understand what's happening and why I can't take them." The fourth stage is depression. He becomes sad about his impending death. "I can't believe this is how I'm going to die. I'm in so much pain. What's going to become of my family when I'm gone?" The final stage is acceptance. This stage is usually reached in the last few days or weeks before death. He recognizes that death is inevitable. "I need to get everything in order and say all of my good-byes to the people I love." **29**. Hospice is a program of services that provide medical, social, and spiritual support for dying people and their families.

Chapter 10

1. B **2**. C **3**. D **4**. A **5**. B **6**. C **7**. D **8**. D **9**. C **10**. C **11**. A **12**. D **13**. B **14**. A **15**. C **16**. B **17**. The idea of optimal levels of arousal is similar to a drive theory of motivation. Presumably, we all seek to maintain some intermediate level of arousal. If we are underaroused, we are bored. If we are overaroused, we experience stress. The rides at an amusement park would provide higher arousal (however, we would hope that these rides don't actually pose significant threats to personal safety that would lead to a state of panic) to push us toward our own optimal level of arousal. Individuals at the park would choose different rides based on their specific arousal thresholds; for example, one person might find a simple water ride optimally arousing and an extreme roller coaster overarousing, while others would find the extreme roller coaster optimally arousing. **18**. We would expect to see a shift from learning for the sake of learning to learning to earn some reward. This would undermine the foundation upon which traditional institutions of higher education are built. For a student motivated by extrinsic rewards, dependence on those may pose issues later in life (post-school) when there are not typically extrinsic rewards for learning. **19**. Using BMI as a sole metric can actually be misleading because people who have large amounts of lean muscle mass can actually be characterized as being overweight or obese based on their height and weight. Weight versus height is a somewhat crude measurement as it doesn't distinguish the amount of body weight that comes from lean versus fatty tissue. **20**. These disorders are closely associated with sociocultural emphasis on a thin-ideal that is often portrayed in media. Given that non-Caucasians are under-represented in popular media in the West and that the thin-ideal is more heavily emphasized for women, this particular group is most vulnerable. **21**. Given the stigma associated with being non-heterosexual, participants who openly identify as homosexual or bisexual in research projects may not be entirely representative of the non-heterosexual population as a whole. **22**. Answers will vary, but it should be indicated that something more than self-reports of successful conversion would be necessary to support such a claim. Longitudinal, objective demonstrations of a real switch in both erotic attraction and the actual behavior in which the individual engaged would need to be presented in addition to assurances that this type of therapy was safe. **23**. The James-Lange theory would predict that I would not feel fear because I haven't had the physiological arousal necessary to induce that emotional state. **24**. The research that exists is correlational in nature. It could be the case that reduced hippocampal volume predisposes people to develop PTSD or the decreased volume could result from PTSD. Causal claims can only be made when performing an experiment.

Chapter 11

1. D **2**. D **3**. D **4**. A **5**. B **6**. B **7**. C **8**. C **9**. B **10**. A **11**. B **12**. B **13**. D **14**. B **15**. B **16**. D **17**. A **18**. D **19**. B **20**. A **21**. A **22**. B **23**. A **24**. The particular quality or trait must be part of an enduring behavior pattern, so that it is a consistent or predictable quality. **25**. Since the idea behind the Electra complex is that the daughter competes with her same-sex parent for the attention of her opposite-sex parent, the term "daddy's girl" might suggest that the daughter has an overly close

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relationship with her father and a more distant—or even antagonistic—relationship with her mother. **26**. If parents are too harsh during potty training, a person could become fixated at this stage and would be called anal retentive. The anal-retentive personality is stingy, stubborn, has a compulsive need for order and neatness, and might be considered a perfectionist. On the other hand, some parents may be too soft when it comes to potty training. In this case, Freud said that children could also become fixated and display an anal-expulsive personality. As an adult, an anal-expulsive personality is messy, careless, disorganized, and prone to emotional outbursts. **27**. Extroverts are energized by social engagement. Introverts are recharged by solitary time. **28**. Horney disagreed with the Freudian idea that women had penis envy and were jealous of a man's biological features. Horney discussed that the jealousy was more likely culturally based, due to the greater privileges that males often have, and that differences between men and women's personalities were cultural, not biologically based. Horney also suggested that men may have womb envy, because men cannot give birth. **29**. People who have high self-efficacy believe that their efforts matter. They perceive their goals as being within reach; have a positive view of challenges, seeing them as tasks to be mastered; develop a deep interest in and strong commitment to the activities in which they are involved; and quickly recover from setbacks. Conversely, people with low self-efficacy believe their efforts have little or no effect, and that outcomes are beyond their control. They avoid challenging tasks because they doubt their abilities to be successful; tend to focus on failure and negative outcomes; and lose confidence in their abilities if they experience setbacks. **30**. Skinner disagreed with Freud's idea that childhood plays an important role in shaping our personality. He argued that personality develops over our entire life, rather than in the first few years of life as Freud suggested. Skinner said that our responses can change as we come across new situations; therefore, we can see more variability over time in personality. **31**. An easygoing parent may be irritated by a difficult child. If both parent and child have difficult temperaments, then conflicts in the parent-child relationship might result quite often. **32**. The Big Five traits are relatively stable over our lifespan with a tendency for the traits to increase or decrease slightly. Researchers have found that conscientiousness increases through young adulthood into middle age, as we become better able to manage our personal relationships and careers. Agreeableness also increases with age, peaking between 50 to 70 years. However, neuroticism and extroversion tend to decline slightly with age. **33**. A person with a high score on agreeableness is typically pleasant, cooperative, trustworthy and good-natured. People who score low on agreeableness tend to be described as rude and uncooperative. They may be difficult with which to work. **34**. Since culture influences one's personality, then Western ideas about personality may not be applicable to people of other cultures. In addition, Western-based measures of personality assessment may not be valid when used to collect data on people from other cultures. **35**. They can help an employer predict a candidate's reactions and attitudes to various situations they might encounter on the job, thus helping choose the right person for the job. This is particularly important in hiring for a high-risk job such as law enforcement. Personality tests can also reveal a potential employee's desirable qualities such as honesty, motivation, and conscientiousness. **36**. A projective test could give the clinician clues about dreams, fears, and personal struggles of which the client may be unaware, since these tests are designed to reveal unconscious motivations and attitudes. They can also help clinicians diagnose psychological disorders.

Chapter 12

1. D **2**. C **3**. B **4**. B **5**. B **6**. A **7**. C **8**. D **9**. B **10**. C **11**. A **12**. D **13**. B **14**. D **15**. C **16**. C **17**. A **18**. D **19**. C **20**. B **21**. B **22**. D **23**. C **24**. B **25**. A **26**. D **27**. C **28**. B **29**. A situationism view is that our behaviors are determined by the situation—for example, a person who is late for work claims that heavy traffic caused the delay. A dispositional view is that our behaviors are determined by personality traits—for example, a driver in a road rage incident claims the driver who cut her off is an aggressive person. Thus, a situational view tends to provide an excuse for inappropriate behavior, and a dispositional view tends to lay blame for inappropriate behavior. **30**. People from individualistic cultures would tend to attribute athletic success to individual hard work and ability. People from collectivistic cultures would tend attribute athletic success to the team working together and the support and encouragement of the coach. **31**. The good guards were fulfilling their social roles and they did not object to other guards' abusive behavior because of the power of the situation. In addition, the prison supervisor's behavior sanctioned the guards' negative treatment of prisoners. The prisoners were not weak people; they were recruited because they were healthy, mentally stable adults. The power of their social role influenced them to engage in subservient prisoner behavior. The script for prisoners is to accept abusive behavior from authority figures, especially for punishment, when they do not follow the rules. **32**. Social roles were in play as each participant acted out behaviors appropriate to his role as prisoner, guard, or supervisor. Scripts determined the specific behaviors the guards and prisoners displayed, such as humiliation and passivity. The social norms of a prison environment sanctions abuse of prisoners since they have lost many of their human rights and became the property of the government. This experiment can be applied to other situations in which social norms, roles, and scripts dictate our behavior, such as in mob behavior. A more recent example of similar behavior was the abuse of prisoners by American soldiers who were working as prison guards at the Abu Ghraib prison in Iraq. **33**. One example is choosing which college to attend—the public school close to home or the Ivy League school out of state. Since both schools are desirable, the student is likely to experience cognitive dissonance in making this decision. In order to justify choosing the public school close to home, the student could change her cognition about Ivy League school, asserting that it is too expensive and the quality of education at the public school is just as good. She could change her attitude toward the Ivy League school and determine that the students there are too stuffy and wouldn't make good classmates. **34**. Although potential answers will vary, advertisements using the central

route of persuasion might involve a doctor listing logical reasons for drinking this product. For example, the doctor might cite research suggesting that the soda is better than alternatives because of its reduced calorie content, lack of adverse health consequences, etc. An advertisement using a peripheral route of persuasion might show very attractive people consuming the product while spending time on a beautiful, sunny beach. **35**. Outsiders can serve as a quality control by offering diverse views and views that may differ from the leader's opinion. The outsider can also remove the illusion of invincibility by having the group's action held up to outside scrutiny. An outsider may offer additional information and uncover information that group members withheld. **36**. In social loafing individual performance cannot be evaluated; however, in social facilitation individual performance can be evaluated. Social loafing and social facilitation both occur for easy or well-known tasks and when individuals are relaxed. **37**. In the United States, many people believe that sexual orientation is a choice, and there is some debate in the research literature as to the extent sexual orientation is biological or influenced by social factors. Because race and gender are not chosen, many Americans believe it is unfair to negatively judge women or racial minority groups for a characteristic that is determined by genetics. In addition, many people in the United States practice religions that believe homosexuality is wrong. **38**. One way in which they might do this is to selectively attend to information that would bolster their argument. Furthermore, they may actively seek out information to confirm their assertions. **39**. Hostile aggression is intentional with the purpose to inflict pain. Hostile aggression is often motivated by anger. In contrast, instrumental aggression is not motivated by anger or the intention to cause pain. Instrumental aggression serves as a means to reach a goal. In a sense it is a more practical or functional form of aggression, whereas hostile aggression is more emotion-driven and less functional and rational. **40**. Cyberbullying is difficult to prevent because there are so many forms of media that adolescents use and are exposed to. The Internet is virtually everywhere: computers, phones, tablets, TVs, gaming systems, and so on. Parents likely do not monitor all of their children's use of the Internet, thus their children could be exposed to cyberbullying without their knowledge. Cyberbullying is difficult to detect because it can be done anonymously. Cyberbullies can use pseudonyms and can attack victims in untraceable ways, such as hacking into Facebook accounts or making Twitter posts on their behalf. **41**. Proximity is a major situational factor in relationship formation; people who have frequent contact are more likely to form relationships. Whether or not individuals will form a relationship is based on non-situational factors such as similarity, reciprocity, self-disclosure, and physical attractiveness. In relationships, people seek reciprocity (i.e., a give and take in costs and benefits), self-disclosure of intimate information, and physically attractive partners. **42**. Traits that promote reproduction in females warmth, affection, and social skills; women with these traits are presumably better able to care for children. Traits that are desired in males include achievement, leadership qualities, and job skills; men with these traits are thought to be better able to financially provide for their families.

Chapter 13

1. C **2**. C **3**. B **4**. D **5**. B **6**. A **7**. C **8**. A **9**. C **10**. A **11**. D **12**. B **13**. A **14**. B **15**. Answers will vary. The student should allude to the fact that organizational psychology finds social relations of employees important and that historically workers were thought of more as individual machines rather than a social group. **16**. Answers will vary. The student should identify organizations that are dedicated to accomplishing specific tasks, in the general sense. Examples are hospitals, non-profit organizations, government agencies (including the military), law enforcement, universities, schools, and so on. **17**. Answers will vary depending on the occupation and question. The question should relate to a specific skill for the job and the rating should relate to how the answer demonstrates the skill. **18**. Answers will vary, but they could include clear measurement standards for answer and applicant quality, ensuring diversity in interviewers or multiple interviews with different diverse interviewers, and clear education about the nature of bias for interviewers and those who make hiring decisions. **19**. Answers may vary, but they should include that the assessment would include more than one question to try to understand the reasons for the level of job satisfaction. It may also include questions that assess the importance of emotional and cognitive job satisfaction factors. **20**. Answers may vary, but they should include factors like lower job satisfaction, higher job stress, disruption of organizational culture, and other factors related to the concepts covered. **21**. Answers will vary, but they should include that the simulator would be used to determine how pilots interact with the controls and displays within the cockpit, including under conditions of simulated emergencies.
24. Answers may vary, but they should include telling the person that you are not comfortable with these actions and then reporting it to human resources. The definition of sexual harassment may discuss the sexual nature of the event, feelings of discomfort, fear, or anxiety, and recurrences of events.

Chapter 14

1. D **2**. B **3**. A **4**. D **5**. D **6**. C **7**. C **8**. B **9**. C **10**. A **11**. A **12**. D **13**. A **14**. C **15**. D **16**. A **17**. B **18**. C **19**. C **20**. D **21**. Answers will vary. One example is divorce. People may perceive a divorce as a threat if they believe it will result in loneliness, change of lifestyle (due to loss of additional income), or humiliation in the eyes of their family. However, divorce may be perceived as a challenge if they view it as an opportunity to find somebody more compatible, and if they consider the process of finding a new partner a pleasant one, perhaps involving mystery and excitement. **22**. Answers will vary. One example is when somebody's spouse dies or is unexpectedly diagnosed with a fatal disease. In both cases, the stress experienced by the surviving spouse would be intense, continuous, and—according the general adaptation syndrome—would eventually increase vulnerability to illness or disease (exhaustion stage). **23**. Answers will vary.

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For example, many people look forward to celebrating the Christmas holiday, but it can be stressful in that it requires some degree of readjustment. Getting together with family may bring eustress, while the schedule and travel demands of may bring distress. Giving gifts to others and seeing their enjoyment may bring eustress, but the financial burden associated with buying presents could produce distress. Each of these things requires making some minor adjustments to one's life, and thus is considered somewhat stressful. **24**. Answers will vary. Many calls that police officers make can be emotionally draining (e.g., tragic deaths, suicides, and children who live in squalid conditions), which might eventually lead to feelings of exhaustion that one can no longer deal with such things. Depersonalization may occur if a police officer works in an environment in which she feels disrespected and unappreciated, which may lead to cynical and callous feelings toward the public. Constant disrespect from others may diminish a police officer's sense of personal accomplishment. **25**. Type A was conceptualized as a behavioral style characterized by competitiveness, time urgency, impatience, and anger/hostility. It was later discovered, however, that anger/hostility seems to be the dimension that most clearly predicts heart disease. **26**. The results of the study showed that people exposed to the virus were more likely to develop a cold if they had high stress scores. The implication of this finding is that during stressful times, like final exam weeks, the immune system becomes compromised. Thus, it's much easier to get sick during these periods because the immune system is not working at full capacity. **27**. Emotion-focused coping would likely be a better coping strategy in situations in which a stressor is uncontrollable, or in which nothing could otherwise be done about it, such as a fatal illness. **28**. Social support seems to have a direct effect on immune system functioning. Social support can affect health indirectly by influencing health-related behaviors, such as exercise and eating properly. **29**. Answers will vary, but may include mentioning things that boost positive emotions (the pleasant life), developing and using skills and talents (the good life), and using one's talents to help others (the meaningful life). **30**. These individuals' affective forecasting is such that they believe their lives would be immeasurably happier if they won the lottery. Although winning would certainly lead to a surge of euphoria in the short term, long term they would likely adjust, and their happiness levels would likely return to normal. This fact is lost on most people, especially when considering the intensity and duration of their emotions following a major life event.

Chapter 15

1. A **2**. B **3**. D **4**. A **5**. A **6**. C **7**. B **8**. C **9**. A **10**. C **11**. D **12**. A **13**. A **14**. C **15**. A **16**. C **17**. B **18**. D **19**. C **20**. A **21**. C **22**. B **23**. Just because something is atypical or unusual does not mean it is disordered. A person may experience atypical inner experiences or exhibit unusual behaviors, but she would not be considered disordered if they are not distressing, disturbing, or reflecting a dysfunction. For example, a classmate might stay up all night studying before exams; although atypical, this behavior is unlikely to possess any of the other criteria for psychological disorder mentioned previously. **24**. The DSM-5 is the classification system of psychological disorders preferred by most U.S. mental health professionals, and it is published by the American Psychiatric Association (APA). It consists of broad categories of disorders and specific disorders that fall within each category. Each disorder has an explicit description of its symptoms, as well as information concerning prevalence, risk factors, and comorbidity. The DSM-5 provides a common language that enables mental health professionals to communicate effectively about sets of symptoms. **25**. The ICD is used primarily for making clinical diagnoses and more broadly for examining the general health of populations and monitoring the international prevalence of diseases and other health problems. While the DSM is also used for diagnostic purposes, it is also highly valued as a research tool. For example, much of the data regarding the etiology and treatment of psychological disorders are based on diagnostic criteria set forth in the DSM. **26**. The perspective one uses in explaining a psychological disorder consists of assumptions that will guide how to best study and understand the nature of a disorder, including its causes, and how to most effectively treat the disorder. **27**. Learning theories suggest that some anxiety disorders, especially specific phobia, can develop through a number of learning mechanisms. These mechanisms can include classical and operant conditioning, modeling, or vicarious learning. Cognitive theories, in contrast, assume that some anxiety disorder, especially panic disorder, develop through cognitive misinterpretations of anxiety and other symptoms. **28**. Each of the three disorders is characterized by repetitive thoughts and urges, as well as an uncontrollable need to engage in repetitive behavior and mental acts. For example, repetitive thoughts include concerns over contamination (OCD), imaged physical defects (body dysmorphic disorder), and over discarding one's possessions (hoarding disorder). An uncontrollable need to engage in repetitive behaviors and mental acts include persistent hand-washing (OCD), constantly looking in the mirror (body dysmorphic disorder), and engaging in efforts to acquire new possessions (hoarding disorder). **29**. Risk factors associated with PTSD include gender (female), low socioeconomic status, low intelligence, personal and family history of mental illness, and childhood abuse or trauma. Personality factors, including neuroticism and somatization, may also serve as risk factors. Also, certain versions of a gene that regulates serotonin may constitute a diathesis. **30**. The risk of suicide is high among people with mental health problems, including mood disorders and substance abuse problems. The risk is also high among those who have made a prior suicide attempt and who have lethal means to commit suicide. Rates of suicide are higher among men and during the springtime, and they are higher in the mountain states of the west than in other regions of the United States. Research has also shown that suicides can have a "contagious" effect on people, and that it is associated with serotonin dysfunction. **31**. This kind of research is important because it enables investigators to identify potential warning signs that predict the onset of schizophrenia. Once such factors are identified, interventions may be developed. **32**. Several explanations are possible. One explanation is that perhaps there is little scientific interest in this phenomenon, maybe because

it has yet to gain consistent scientific acceptance. Another possible explanation is that perhaps the dissociative amnesia was fashionable at the time publications dealing with this topic peaked (1990s); perhaps since that time it has become less fashionable. **33**. The environment is likely to be very instrumental in determining the likelihood of developing antisocial personality disorder. Research has shown that adverse family environments (e.g., divorce or marital problems, legal problems, and drug use) are connected to antisocial personality disorder, particularly if one is genetically vulnerable. Beyond one's family environment, peer group delinquency and community variables (e.g., economic deprivation, community disorganization, drug use, and the presence of adult antisocial models) heighten the risk of violent behavior. **34**. Genetic factors appear to play a major role in the development of both ADHD and autism spectrum disorder: studies show higher rates of concordance among identical twins than among fraternal twins for both disorders. In ADHD, genes that regulate dopamine have been implicated; in autism spectrum disorder, de novo genetic mutations appear to be important. Imaging studies suggest that abnormalities in the frontal lobes may be important in the development of ADHD. Parenting practices are not connected to the development of either disorder. Although environmental toxins are generally unimportant in the development of ADHD, exposure to cigarette smoke during the prenatal period has been linked to the development of the disorder; a number of environmental factors are thought to be associated with an increased risk for autism spectrum disorder: exposure to pollutants, an urban versus rural residence, and vitamin D deficiency. Although some people continue to believe that MMR vaccinations can cause autism spectrum disorder (due to an influential paper that was later retracted), there is no scientific evidence that supports this assertion.

Chapter 16

1. B **2**. A **3**. A **4**. C **5**. A **6**. C **7**. D **8**. C **9**. A **10**. A **11**. B **12**. D **13**. C **14**. D **15**. Beginning in the Middle Ages and up until the mid-20th century, the mentally ill were misunderstood and treated cruelly. In the 1700s, Philippe Pinel advocated for patients to be unchained, and he was able to affect this in a Paris hospital. In the 1800s, Dorothea Dix urged the government to provide better funded and regulated care, which led to the creation of asylums, but treatment generally remained quite poor. Federally mandated deinstitutionalization in the 1960s began the elimination of asylums, but it was often inadequate in providing the infrastructure for replacement treatment. **16**. Frank is severely depressed. He lost his job one year ago and has not been able to find another one. A few months after losing his job, his home was foreclosed and his wife left him. Lately, he has been thinking that he would be better off dead. He's begun giving his possessions away and has purchased a handgun. He plans to kill himself on what would have been his 20th wedding anniversary, which is coming up in a few weeks. **17**. I would recommend psychodynamic talk therapy or cognitive therapy to help the person see how her thoughts and behaviors are having negative effects. **18**. In an individual therapy session, a client works one-on-one with a trained therapist. In group therapy, usually 5–10 people meet with a trained group therapist to discuss a common issue, such as divorce, grief, eating disorder, substance abuse, or anger management. **19**. The rationale behind using group therapy for addiction treatment is that addicts are much more likely to maintain sobriety when treatment is in a group format. It has been suggested that it's due to the rewarding and therapeutic benefits of the group, such as support, affiliation, identification, and even confrontation. Because this client is single, he may not have family support, so support from the group may be even more important in his ability to recover and maintain his sobriety. **20**. One reason may be that her culture views having a mental illness as a stigma. Additionally, perhaps she doesn't have insurance and is worried about the cost of therapy. She could also be afraid that a White counselor would not understand her cultural background, so she would feel uncomfortable sharing things. Also, she may believe she is self-reliant and tell herself that she's a strong woman who can fix this problem on her own without the help of a therapist.

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